

Message Text

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16

ACTION EA-09

INFO OCT-01 EUR-12 ISO-00 SAM-01 SAJ-01 EB-07 COME-00

INT-05 CIAE-00 DODE-00 PM-04 H-02 INR-07 L-03 NSAE-00

NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 AGR-05 TRSE-00

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FM USLO PEKING

TO SECSTATE WASHDC 4314

INFO AMEMBASSY WARSAW

AMEMBASSY BERLIN

AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD CH PL

SUBJECT: SINO-POLISH TRADE

REF: PEKING 2280 (1974)

1. POLISH COMMERCIAL COUNSELOR TADEUSZ KOWALSKI AND COMMERCIAL ATTACHE JAN SWITALA IN CONVERSATION WITH USLO OFFICERS ON AUGUST 22 SAID THAT POLAND WAS GOING TO HAVE DIFFICULTIES IN FULFILLING THE TERMS OF ITS 1975 TRADE AGREEMENT WITH THE PRC. THE AGREEMENT HAD BEEN FOR SF300 IN BALANCED TRADE, OF WHICH ABOUT SF200 MILLION HAD BEEN CONTRACTED FOR TO DATE. ONLY ANOTHER SF40 MILLION, IN CONTRACTS, WOULD PROBABLY BE SIGNED DURING THE REMAINDER OF THE YEAR.

2. KOWALSKI SAID THE DIFFICULTY ON THE PRC EXPORT SIDE STEMMED MAINLY FROM THE HIGH PRICES BEING SOUGHT BY THE PRC, WHICH POLAND WAS UNWILLING TO PAY. TWO EXAMPLES

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WERE TUNGSTEN AND RICE. THE PRC OFIGINALLY ASKED SF1400

PER TON FOR RICE, AND AFTER 8 MONTHS NEGOTIATION, SETTLED FOR SF1240, WHICH WAS STILL WELL OVER THE CURRENT MARKET PRICE. HE SAID THAT OTHER SOCIALIST COUNTRIES WERE HAVING SIMILAR DIFFICULTIES. THE GDR, HOWEVER, HAD SIGNED WITH THE PRC FOR OVER SF100 MILLION IN TEXTILES IN 1975.

3. ON THE PRC IMPORT SIDE, ACCORDING TO KOWALSKI, THE PRC WOULD RECEIVE SF18 MILLION WORTH OF COAL MINING EQUIPMENT IN 1975 AND A TOTAL OF SF42 MILLION IN THE LAST TWO YEARS. THE PRC WAS SEEKING NEW CONTRACTS FOR COAL MINING EQUIPMENT AND A TEAM OF POLISH NEGOTIATORS WERE EXPECTED TO VISIT PEKING FOR TALKS THIS FALL.

KOWALSKI NOTED, HOWEVER, THAT POLISH PRODUCERS WERE FULLY EXTENDED AND WOULD HAVE DIFFICULTY IN SUPPLYING PRC DEMAND.

4. ON SINO-POLISH TRADE IN 1974, KOWALSKI SAID THAT OF THE GOODS COVERED BY THE 1974 AGREEMENT, ONLY ABOUT SF200 MILLION WORTH WERE ACTUALLY DELIVERED DURING 1974. ANOTHER SF67 MILLION WERE SHIPPED IN JANUARY AND FEBRUARY 1975, FOR A FINAL TOTAL OF SF267, SF33 MILLION LESS THAN THE SF300 MILLION AGREED UPON FOR 1974.
BUSH

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